Appl. No. 10/661,999
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Amendments to the Claims:

This listing of claims will replace all prior versions and listings of claims in the application:

Listing of Claims:

Claim 1 (currently amended): A system for management of quotations, the system comprising:

a database for storing information on channel products and contracts, preset formulas, and quotations;

an application server for receiving input information, processing the information, and generating quotations, the application server comprising:

an information maintaining module for adding, modifying, searching, and deleting information on channel products and contracts stored in the database;

a standard price confirming module for confirming a standard price of each product, wherein the standard price is an average price of each channel product, and the standard price confirming module comprises a standard price calculating sub-module for calculating the standard price of the channel product according to the information on channel products and contracts and the preset formulas stored in the database;

a contract price confirming module for confirming a contract price of each product, wherein the contract price is an average price of each contract product;

a quoted price confirming module for comparing the standard price and the contract price of the product and confirming a quoted price; and

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a quotation generating module for generating a quotation, transmitting the quotation to [[the]] a customer, and storing the quotation in the database; and

a plurality of client computers for providing interfaces for users to maintain information.

Claim 2 (original): The system for management of quotations as described in claim 1, wherein the information maintaining module comprises:

a channel product information maintaining sub-module for adding, modifying, searching, and deleting information in a channel product information table stored in the database; and

a contract information maintaining sub-module for adding, modifying, searching, and deleting information in a contract information table stored in the database.

Claim 3 (currently amended): The system for management of quotations as described in claim 1, wherein the standard price confirming module further comprises[[:]] a channel price searching sub-module for searching for [[the]] a channel price of a product; and

a standard price calculating sub module for calculating the standard price of the channel product according to the information and the preset formulas stored in the database.

Claim 4 (currently amended): The system for management of quotations as described in claim 1, wherein the contract price confirming module comprises:

a customer contract searching sub-module for searching the contract price of a product stored in the database; and

a contract price calculating sub-module for calculating the average price of the contract product according to the information stored in the

database and storing the contract price of the ~~contract~~ product in the database.

Claim 5 (currently amended): A method for management of quotations, the method comprising the following steps:

(a) maintaining information on channel products and contracts;

(b) determining whether there are any relevant contracts relating to a particular customer stored in a database;

(c) confirming a standard price for each channel product <u>and calculating the standard price</u> if there are no contracts relating to the customer stored in the database;

(d) confirming a contract price for each ~~contract~~ product if there are one or more contracts relating to the customer stored in the database;

(e) confirming a quoted price according to the standard price or the contract price; and

(f) generating a quotation according to the quoted price<u>, transmitting the quotation to the customer, and storing the quotation in the database</u>.

Claim 6 (currently amended): The method for management of quotations as described in claim 5, wherein step (c) comprises the steps of:

searching prices of channel products; and

~~calculating the standard price and~~ storing the standard price in the database.

Claim 7 (currently amended): The method for management of quotations as described in claim 5, wherein step (d) comprises the steps of:

searching contract information; and

calculating an average price of <u>each product according to one or more</u> contract prices <u>of the product,</u> and storing the result in the database.

Claim 8 (canceled)

Claim 9 (currently amended): A <u>computer-readable</u> medium including encoded logic for management of quotations, comprising the logic operable to:

maintain information on channel products and contracts;

determine whether there are any relevant contracts relating to a particular customer stored in a database;

confirm a standard price for each channel product <u>and calculating the standard price</u> if there are no contracts relating to the customer stored in the database;

confirm a contract price for each ~~contract~~ product if there are one or more contracts relating to the customer stored in the database;

confirm a quoted price according to the standard price or the contract price; and

generate a quotation according to the quoted price.